

ASX Release: 21 January 2025

HUB24 reports record quarterly net inflows of \$5.5 billion for Q2 FY25

Q2 FY25 Highlights

- Record quarterly Platform net inflows of \$5.5 billion (up 23% on pcp) including \$1.5 billion of large migrations from Equity Trustees (EQT)
- Record 1HFY25 Platform net inflows of \$9.5 billion (up 31% on pcp)
- Total Funds Under Administration (FUA) reached \$120.9 billion as at 31 December 2024 (up 33% on pcp), comprising Platform FUA of \$98.9 billion (up 36% on pcp) and Portfolio, Administration and Reporting Services (PARS) FUA of \$22.0 billion (up 17% on pcp)
- HUB24 Platform ranked first for quarterly and annual net inflows¹
- HUB24 Super selected as the successor fund for ClearView WealthFoundations (currently \$1.3 billion FUA), planned to be migrated to Discover on HUB24 Super in 2HFY25
- Pilot commenced for Engage, the next evolution of HUB24's market leading reporting capability facilitating enhanced customer experience and customisation
- Class to launch additional property valuation and new property title search integrations

Platform net inflows and FUA

HUB24 has delivered strong growth in Q2 FY25, with Platform FUA increasing 8% over the quarter to \$98.9 billion as at 31 December 2024 (up 36% on pcp). This was driven by record quarterly net inflows of \$5.5 billion (up 23% on pcp) and positive market movements of \$1.8 billion. The net inflows included \$1.5 billion of large migrations from EQT. Excluding large migrations, net inflows of \$4.0 billion for Q2 FY25 were up 47% on pcp, broadly in line with the net inflows in Q1 FY25.²

During the quarter, 40 new distribution agreements were signed and the total number of advisers using the platform increased by 166 to 4,886 (up 14% on pcp).

In the latest available Plan for Life data, HUB24 ranked first for quarterly and annual net inflows and had the largest annual market share gains of all platform providers. HUB24's market share increased to 7.9% (up from 6.6% as at 30 September 2023) and is ranked in seventh place overall.¹

In the context of strong equity markets over 1HFY25, the average percentage of FUA held as cash during 1HFY25 was similar to the average during 2HFY24.

The EQT migrations are progressing with a further \$1.5 billion of FUA migrated in the quarter and \$4.1 billion migrated in total to date. We continue to expect a total of approximately \$5 billion of FUA from the EQT migrations, with the remainder planned for 2HFY25.³

During the quarter, HUB24 Super was selected as the successor fund for ClearView WealthFoundations, with up to \$1.3 billion of FUA (subject to client retention and market movements) planned to be migrated to Discover on HUB24 Super in 2HFY25.

Following a review, HUB24 has announced the planned closure of the Xplore Wealth Managed Discretionary Account (MDA) services, by 31 March 2026. Engagement with financial advisers is underway to explore alternative options including moving to the HUB24 Platform. There is approximately \$2 billion of FUA within Xplore Wealth MDA and given the nature of this solution there is potential for outflows as a result of the closure. The contribution of Xplore Wealth MDA to Underlying EBITDA is immaterial.

The half year net inflows of \$9.5 billion reflect HUB24's continued market leadership and focus on delivering customer service excellence. HUB24's proposition continues to resonate with licensees and advisers with the business uniquely positioned to capture opportunities from new and existing client relationships.

The strong net inflows and market movements in 1HFY25 are tracking ahead of our FY26 FUA target assumptions. With a strong pipeline and momentum across all customer segments, we remain confident in meeting our FY26 Platform FUA target of \$115 – \$123 billion and are well-positioned for future growth.⁴

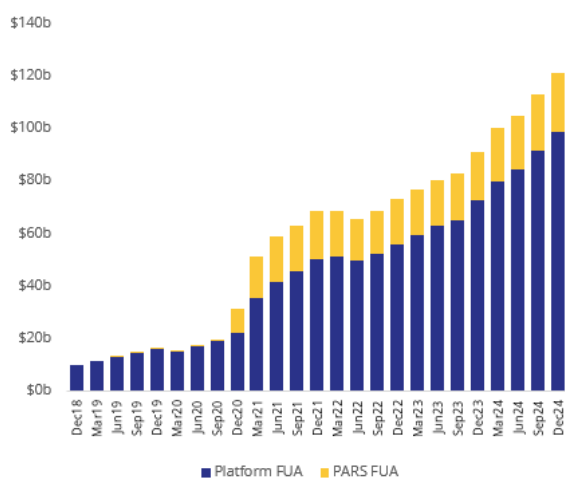
PARS FUA

At 31 December 2024, PARS FUA was \$22.0 billion (up 17% on pcp) with the number of PARS accounts at 8,634 (up 5% on pcp).

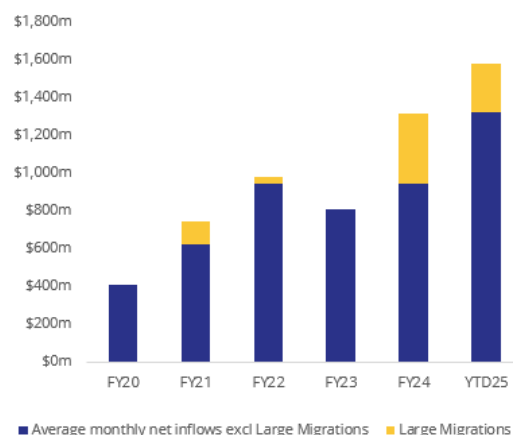
| Platform statistics* | Dec-23 | Mar-24 | Jun-24 | Sep-24 | Dec-24 | Growth on pcp |
|---------------------------------|-----------|------------|------------|------------|------------|---------------|
| Platform FUA | \$72,438m | \$79,727m | \$84,407m | \$91,572m | \$98,868m | 36% |
| PARS FUA | \$18,790m | \$20,303m | \$20,322m | \$21,399m | \$22,034m | 17% |
| Total FUA | \$91,228m | \$100,030m | \$104,729m | \$112,971m | \$120,902m | 33% |
| Platform Flows | | | | | | |
| Platform net inflows | \$4,451m | \$3,546m | \$4,974m | \$4,020m | \$5,457m | 23% |
| Platform gross inflows | \$6,761m | \$5,812m | \$8,202m | \$6,726m | \$8,131m | 20% |
| Platform FUA composition | | | | | | |
| Retail | 85% | 85% | 84% | 85% | 86% | |
| Institutional | 15% | 15% | 16% | 15% | 14% | |
| Platform advisers | | | | | | |
| Number of advisers | 4,297 | 4,382 | 4,525 | 4,720 | 4,886 | 14% |

* Statistics are for each quarter, have been rounded and are not audited. Platform FUA refers to custodial administration services and PARS FUA refers to non-custodial administration services.

Total FUA (\$ billions)



Platform average monthly flows (\$ millions)



Class statistics

The number of accounts across Class Super, Class Portfolio and Class Trust products increased during the quarter to 210,414 (up 3% on pcp), with Document Orders on NowInfinity increasing to 200,440 (up 10% on pcp). The number of companies using Corporate Messenger increased to 818,486 during the quarter (up 17% on pcp).

| Metrics | Dec-23 | Mar-24 | Jun-24 | Sep-24 | Dec-24 | Growth on pcp |
|-------------------------------------|---------|---------|---------|---------|---------|---------------|
| No. of accounts* | 203,860 | 205,416 | 207,669 | 208,514 | 210,414 | 3% |
| Document orders** | 182,204 | 184,653 | 191,094 | 195,237 | 200,440 | 10% |
| Companies on Corporate Messenger*** | 697,573 | 770,732 | 792,922 | 808,778 | 818,486 | 17% |

* Number of Class accounts at the end of each quarter consists of Class Super, Class Portfolio and Class Trust accounts.

** Documents paid for by PAYG and subscription customers during the last 12 months.

*** Number of active companies at the end of each quarter.

Business update

HUB24

HUB24 remains focused on leveraging innovation to deliver enhanced solutions that drive productivity for advisers and create value for their clients.

During the quarter, HUB24 continued to enhance its market-leading reporting capabilities with Engage, the next evolution of HUB24 Present. Currently in pilot, Engage leverages HUBconnect capability, enabling advisers to efficiently deliver increasingly customised and engaging client reporting.

Following the release of advice fee consent enhancements in Q1 FY25, HUB24 rolled out the next phase of capabilities to manage client fee arrangements more efficiently. This included the launch of bulk fee processing enabling advisers to process fee consent requests across multiple client accounts at one time, and the introduction of customisable fee templates for advisers to drive practice efficiencies.

In addition, HUB24's foreign exchange capabilities were enhanced, providing greater flexibility for advisers to manage clients' international securities trading. Advisers can now nominate the settlement currency, and a new foreign currency estimate tool provides advisers and their clients with enhanced visibility and reporting.

Class

As part of the next phase of Class's program of enhancements to drive productivity and value for customers, Class has integrated with Australia's leading property data providers to deliver a choice of residential property valuation options as well as new property title search capability. The new title search feature was rolled out to a select group of clients during the quarter, with a broader launch planned for Q3 FY25, enabling accountants and auditors to efficiently and cost effectively verify property ownership.

¹ Plan for Life. Data for period ended 30 September 2024 and based on Administrator View. Historic market share reflects restated Plan for Life data.

² Growth in net inflows excluding large migration excludes \$1.5 billion of EQT migrations in 2Q FY25 and a \$1.8 billion Insignia migration in 2Q FY24.

³ The FUA from the EQT migration is predominantly classified as institutional with \$0.3 billion of the migrations in Q2 FY25 classified as retail.

⁴ The FY26 Platform FUA target of \$115 – \$123 billion excludes PARS FUA. The company expects strong growth and increasing profitability moving forward subject to consistent and stable investment markets and HUB24 terms of business that may affect platform FUA and revenue.

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About HUB24

HUB24 Limited is listed on the Australian Securities Exchange, and includes the award-winning HUB24 Platform, HUBconnect, Class, NowInfinity and myprosperity.

The HUB24 Platform offers advisers and their clients a comprehensive range of investment options, including market-leading managed portfolio solutions, and enhanced transaction and reporting functionality. As one of the fastest growing platforms in the market, the platform is recognised for providing choice and innovative product solutions that create value for advisers and their clients.

HUBconnect focuses on leveraging data and technology to provide solutions to common challenges for stockbrokers, licensees and advisers and enable the delivery of professional advice to more Australians.

Class is a pioneer in cloud-based wealth accounting software and is recognised as one of Australia's most innovative technology companies. Class delivers SMSF administration, trust accounting, portfolio management, legal documentation and corporate compliance solutions to financial professionals across Australia who depend on Class to drive business automation, increase profitability and deliver better client service.

myprosperity is a leading provider of client portals for accountants and financial advisers, enabling streamlined service delivery, increased productivity and enhanced customer experience for finance professionals and their clients.

This release is not financial product advice. Past performance is not indicative of future performance and any forward-looking statements in this release are not representations or guarantees as to future performance.

This announcement was authorised for release to the market by the Managing Director.

For further information, please visit www.HUB24.com.au